

Important Earnings Statement

This representative has achieved an extraordinary level of success that is not typical. Most representatives will not achieve such cash flow levels or earnings milestones. From January 1 through December 31, 2021, Primerica paid cash flow to its North American sales force at an average of \$8,410, which includes commissions paid on all lines of business to life licensed representatives. Figures include U.S. and Canadian dollars remaining in the local currency earned by the representative, not adjusted for exchange rates.

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